

Alloggio delivers record first half revenue and EBITDA and provides FY22 guidance given strong momentum

Alloggio Group Limited (**Alloggio** or **Company**) (**ASX: ALO**), a leading operator of short-term rental accommodation (STRA) in Australia, today announces its half year results for the six months ended 31 December 2021 (**1H FY22**).

Highlights¹

- **Record performance in key metrics with strong organic and inorganic growth despite COVID-19 related travel restrictions and disruptions**
 - Revenue up 111% to \$10.1 million
 - EBITDA² up 115% to \$4.1 million
 - Total GBV³ up 51% to \$15.9 million
 - NPAT positive
 - ~1,800 properties under management⁴
- ~\$10 million deployed towards acquisitions in 1H FY22 adding ~\$15 million of GBV
- \$7.5 million already deployed in 2H FY22 with a large acquisition pipeline
- Well-capitalised after raising \$16.5 million in successful IPO in November, with a \$17 million Commonwealth Bank of Australia (CBA) facility to provide additional growth capital, of which \$11 million remains undrawn
- Strong momentum to continue in 2H following opening of national border, guiding FY22 revenue of \$21.5 million (+90%) and EBITDA² of \$8.6 million (+85%)

Alloggio CEO and Founder Will Creedon, said, "On behalf of the Board, we are excited to report a maiden half year result as a listed company following our IPO in November, delivering record revenue and EBITDA². In a disrupted period for the Australian domestic travel market, we continued to execute our growth strategy with a number of strategic acquisitions and have continued our strong momentum in the second half, growing our portfolio to now ~1,800 holiday properties.

"We are expanding rapidly so we can offer Australians and international travellers' access to even more of the country's best holiday destinations. We've already seen a significant increase in bookings from Australians after domestic travel restrictions were lifted, as consumer confidence reaches levels not seen since before the pandemic. We expect international tourists to return as they look to once again experience Australia's world-class beaches and pristine tourism destinations."

¹ All comparisons refer to the prior corresponding period unless otherwise stated.

² Pro forma EBITDA.

³ Gross booking value.

⁴ As at 21 February 2022, and 1,561 holiday properties as at 31 December 2021.

Record performance in a disrupted period for the industry

Alloggio delivered a record performance in key metrics in 1H FY22.

Revenue grew by 111% to \$10.1 million, with strong organic and inorganic growth despite extended lockdowns.

EBITDA² grew by 115% to \$4.1 million, with a robust 40% EBITDA margin (1H FY21: 39%) maintained due to disciplined cost management through the government mandated lockdowns.

The Company delivered positive NPAT of \$0.8 million (on a pro forma basis), which was in line with the prior corresponding period (pcp).

Executing the growth strategy

In 1H FY22, Alloggio continued to execute its growth strategy, deploying over \$10 million towards acquisitions in Mollymook, Brisbane, Mornington Peninsula and Great Ocean Road. The acquisitions added ~911 holiday properties and over \$15 million of gross booking value (GBV) to Alloggio's portfolio.

The Company has made further acquisitions in the second half, becoming Noosa's largest holiday property manager with the acquisition of Accom Noosa and the management rights to Fairshore and Noosa International Resort, and acquiring Magnetic Island's leading holiday property management business, Best of Magnetic.

Alloggio continues to review a strong pipeline of acquisition opportunities.

Strong financial position and well capitalised for growth

Alloggio is well capitalised with a strong cash position following its successful IPO in November which raised \$16.5 million.

The Company generated positive operating cash flow in the first half and maintained low debt levels following its strategic acquisitions. It has total funding capacity of ~\$24 million, comprising ~\$12.9 million of cash (17 February 22) and a \$17.5 million bank facility agreed with the CBA, of which \$11 million remains undrawn.

Outlook

Alloggio has started 2H FY22 strongly and expects to benefit from the continued rebound in domestic and international travel for the rest of the half.

The Company will continue to leverage its proprietary technology platform to make further acquisitions, implement organic growth initiatives and deliver further operational efficiencies and scale benefits.

Alloggio provides guidance for FY22, and expects revenue of \$21.5 million (+90% on FY21) with pro forma EBITDA of \$8.6 million (+85% on FY21).

Commenting on the outlook, Mr Creedon said: "With market confidence continuing to improve and the national border open to international travellers, we are seeing a significant uptick in demand and expect a very active second half as travellers rediscover some of Australia's most iconic tourist destinations."

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About Alloggio

Alloggio is a leading operator of short-term rental accommodation (STRA) in Australia. Formed in 2015 by founder and CEO William Creedon, Alloggio has developed an in-house scalable cloud-based technology platform that provides an end-to-end solution for travellers and holiday property owners and managers.

The Company operates in the large and fragmented ~A\$7.3 billion Australian STRA market, which has an estimated ~500,000 holiday properties.

Alloggio has ~1,800 holiday properties under management and a strong portfolio of recognised brands operating in popular tourism destinations such as Noosa, Coffs Harbour, Port Stephens, Jervis Bay, Magnetic Island, Mollymook/Milton, Great Ocean Road and Mornington Peninsula, with ambitions for continued growth on the east coast of Australia.

The Company has developed an in-house scalable cloud-based technology platform that provides an end-to-end solution for travellers and holiday property owners and managers. Alloggio operates two business divisions: Holiday Property Management and Mid-market Hotels.

Alloggio connects holidaymakers with premium properties and experiences through its own websites and marketplaces and third-party websites such as Airbnb, Expedia, Stayz and Booking.com. Travellers can discover more about Alloggio's brands and book directly at: <https://www.alloggio.com.au/brands>